

3 MAY 1963

MEMORANDUM FOR: Assistant to the Director  
THROUGH : Deputy Director (Support)  
SUBJECT : "The Craft of Intelligence"  
by Allen W. Dulles

1. Reports from our field recruiters throughout the country refer to the great interest shown in Mr. Dulles' book-length supplement printed in Harper's April issue.

2. In every instance, recruiters have requested that they be supplied with a suitable number of reprints to equip placement office libraries and selected departments in behalf of our college recruitment effort.

3. The Acquisitions Branch of the C. I. A. Library can provide us with reprints of the entire book (Brittanica's "Book of the Year").

4. I concur with the opinion that Mr. Dulles' book is a significant addition to the literature of Intelligence, and that it can be immeasurably helpful to our recruitment campaign, properly used and judiciously placed.

5. I would appreciate your thoughts on this and, if you approve of providing our field recruiters with sufficient reprints to give to key university officials, what restriction, if any, you think should be placed upon its use.

/s/ Emmott D. Echols

Emmett D. Echols  
Director of Personnel

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